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## **Grady and Hano join KeyPoint Partners, LLC brokerage team**

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KeyPoint Partners, LLC has added two senior members to its brokerage teams: Noah Hano has joined the firm as vice president of investment sales, and Robert Grady as vice president of leasing. Hano has over 20 years of experience including, acquisitions, dispositions, asset management and fund management, and has been involved in over 350 transactions valued in excess of \$500 million. Hano had been senior vice president at the Beal Cos. (acquired by the Related Cos. where his duties included acquisitions, dispositions, fundraising and asset management.

Grady has over 34 years of experience, and has been responsible for hundreds of millions of dollars in transactions for national retailers including Lowe's, Wal-Mart, CarMax, and ExxonMobil. Grady has worked previously at The Dartmouth Co., G & H Development/Grady Real Estate, and North American Mortgage Co., among others.

His expertise includes creating and executing excess property sales strategy, store deployment strategy, and complex, multi-layer negotiations.

"Noah and Rob are known and respected in the industry, and their track records and expertise bring our leasing and investment sales capabilities to the next level," said Robert Lemons, KeyPoint's managing partner. "We're thrilled to have them join our teams."

KeyPoint Partners' Investment Sales team offers consistent results for both sellers and buyers through integrated marketing, unparalleled market research, and cutting edge technology. KeyPoint Partners Leasing Team handles leasing for retail properties totaling nearly 6 million square feet, and represents tenants throughout New England. Headquartered in Burlington, Mass., KeyPoint Partners provides a wide range of services to retailers, property owners, and financial institutions including retail brokerage, investment sales, property and asset management, construction, custom market research, and financing/consulting services.

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